

BURT & MULLETT STUDENT CHAPTER
AMERICAN CONGRESS ON SURVEYING AND MAPPING
Minutes from November 3, 2009

- 11:00: Meeting called to order.
- Joel's introduction
 - Pay dues
 - Cookbook fundraiser
 - Attendance passed
 - MSPS sign up passed
 - ACSM sign up passed
 - New sweatshirt and T shirt prices announced (12 & 25)
 - West central Chapter meeting announced

- Craig Pullen from Wilcox in Cadillac
 - 89' Ferris Grad
 - People skills are valuable when you get into the workforce
 - Have to be able to sell surveying in a way
 - Get along, people in a crew may not like each other which can get old fast
 - Don't complain just to complain.
 - If you have a problem take care of it professionally

 - Value as a Professional
 - Don't limit yourself
 - Do whatever needs to be done to be of value to a customer, not just what they think they want done
 - Drafting skills
 - You might not get training from your employer and need to learn it yourself
 - You may have to learn on your own time
 - Appreciate your job
 - Work habits
 - Be on time
 - Be reliable (huge asset)
 - Everything is an emergency usually and people need to be counted on

 - Be a Professional
 - If your going to view yourself as a professional you should act like one
 - Don't low ball and charge a price for your services that will only cover the costs
 - Costs about \$1500 to run a crew for one day
 - Develop relationships with bankers and title companies to become a good advisor to your clients and gain a good reputation
 - Understand tolerances; don't think you can measure better than every other person before you.

 - 11:40: End of meeting.